A6376-1

MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

FOR RELEASE: IMMEDIATELY

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METAL TREATING INDUSTRY SALES FOR NOVEMBER 1988 EXCEED NOVEMBER 1987 BY 13.2%

November 1988 billings amounted to $48.1 million, well above the previous November figure of $42.5 million.

For the year to date, Commercial Heat Treaters have posted $524.2 million in sales, up 11.3% over the same period in 1987 when sales totaled $470.7 million.

Eight MTI districts topped their previous November performance and their 1987 year-to-date total as well.

A summary of percentage change by geographic regions follows:

	District	Nov 88 vs. Nov 87	Total 1988 vs. 1987
1	New England (MA-RI-CT)	- 0.7	- 1.8
2	Middle Atlantic (NY-NJ-E.PA-MD)	8.6	9.8
3	South Central (W.PA-OH-IN-KY)	10.4	9.7
4	Michigan	15.9	8.1
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	33.2	14.6
6	North Central (IL-WI-MN-MO-IA)	16.1	13.8
7	Pacific Coast (CA-AZ-ORE-WASH)	10.1	6.0
8	Southwest (TX-OK-AR-CO-LA-UT)	14.8	35.8
9	Canada	17.1	18.1

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

NOVEMBER, 1988

BILLINGS FOR MONTH

	Total Members1	Billings For Month -In Thousands-			Monthly % Of Billings	
		1987	1988	%	1987	1988
Total	343	42516.0	48138.4	13.2	100.0	100.0
Dist. 1	21	2945.7	2925.3	- 0.7	6.9	6.1
Dist. 2	42	4288.0	4657.7	8.6	10.1	9.7
Dist. 3	67	7604.1	8398.6	10.4	17.9	17.4
Dist. 4	34	5662.4	6564.0	15.9	13.3	13.6
Dist. 5	29	2080.1	2771.4	33.2	4.9	5.8
Dist. 6	52	7371.3	8561.0	16.1	17.3	17.8
Dist. 7	39	5575.8	6140.2	10.1	13.1	12.8
Dist. 8	27	2681.0	3076.6	14.8	6.3	6.4
Dist. 9	22	4307.5	5043.6	17.1	10.1	10.5
Foreign	10					

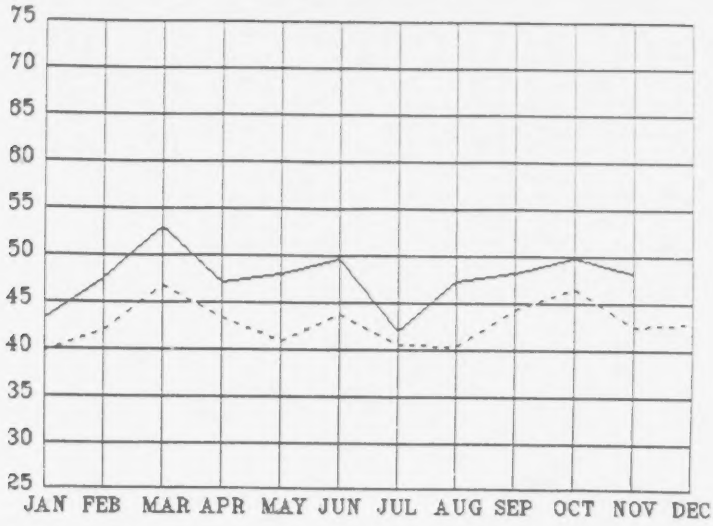
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1987	1988	%	1987	1988
Total	470730.3	524155.4	11.3	100.0	100.0
Dist. 1	35206.0	34555.9	- 1.8	7.5	6.6
Dist. 2	46942.3	51530.8	9.8	10.0	9.8
Dist. 3	83851.8	91968.4	9.7	17.8	17.5
Dist. 4	64067.4	69229.1	8.1	13.6	13.2
Dist. 5	25557.3	29298.2	14.6	5.4	5.6
Dist. 6	83081.9	94529.0	13.8	17.6	18.0
Dist. 7	62906.1	66682.9	6.0	13.4	12.7
Dist. 8	26580.5	36103.1	35.8	5.6	6.9
Dist. 9	42537.2	50257.6	18.1	9.0	9.6

1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 8/88

MILLIONS

NATIONAL BILLINGS



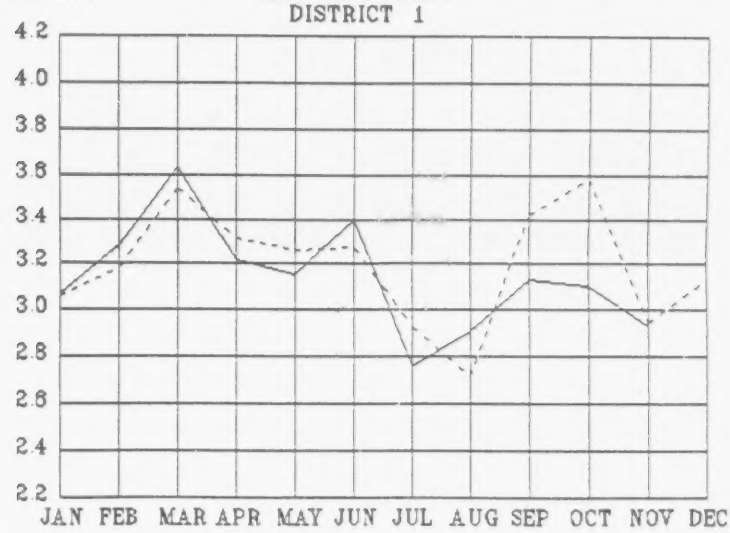
1987 - - - -

1988 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.2	13.2	13.5	8.9	17.5	13.6	3.6	17.4	8.9	7.1	13.2	
% Change	Cumulative	8.2	10.8	11.8	11.0	12.3	12.5	11.3	12.0	11.7	11.2	11.3	

MILLIONS

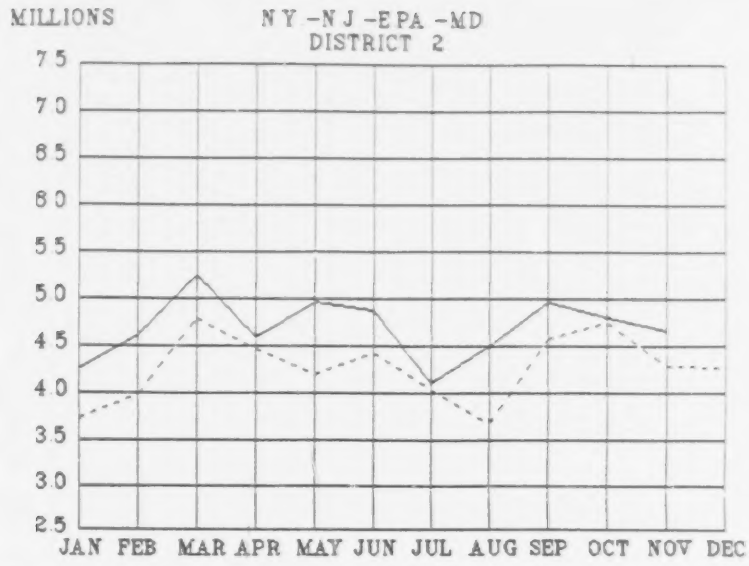
MASS.-R.I.-CONN. DISTRICT 1



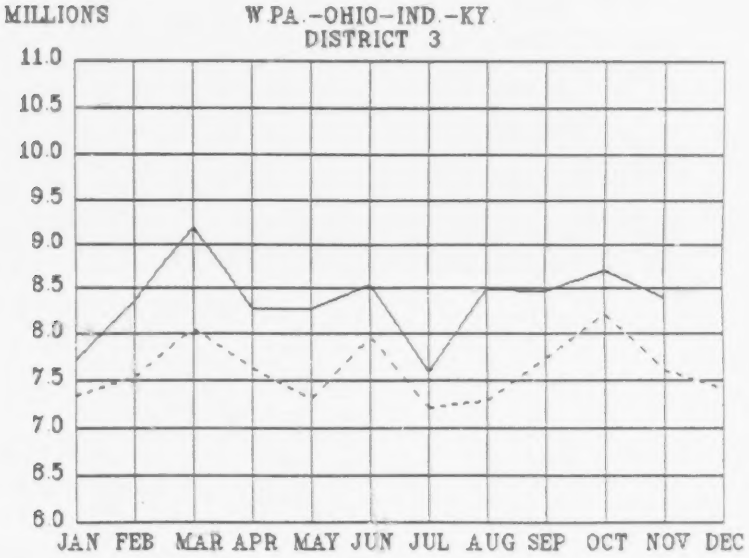
1987 - - - -

1988 _____

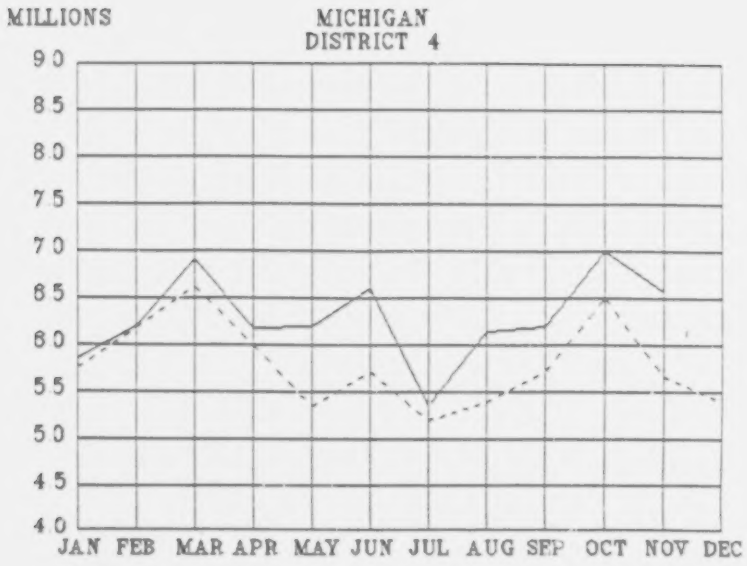
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	3.2	2.6	-2.9	-3.3	3.9	-5.8	6.9	-8.7	-13.4	-0.7	
% Change	Cumulative	0.4	1.8	2.1	0.8	0.0	0.7	-0.2	0.6	-0.5	- 2.0	-1.8	



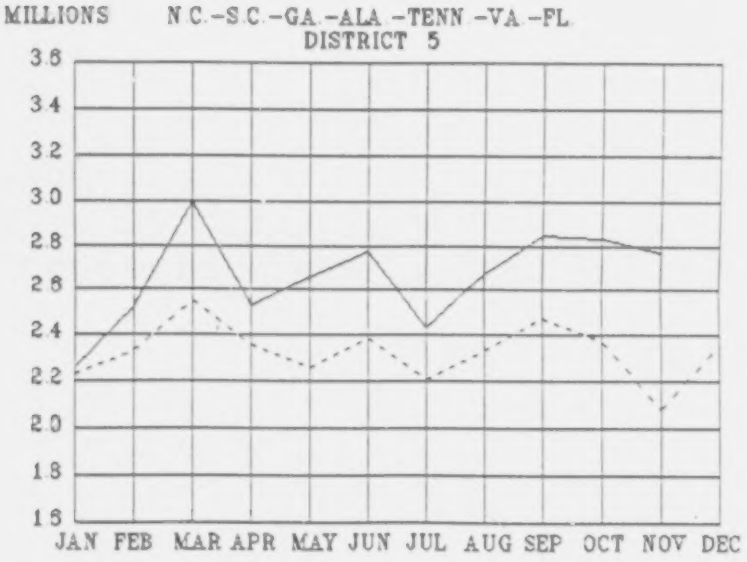
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.7	15.7	9.4	2.6	18.1	10.0	1.7	22.4	8.3	0.9	8.6	
% Change	Cumulative	13.7	14.7	12.7	10.0	11.6	11.3	10.0	11.4	11.0	9.9	9.8	



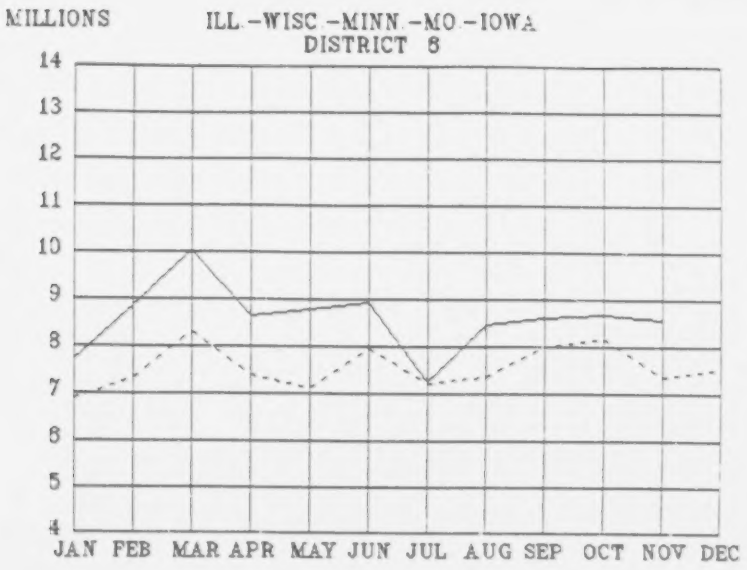
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	5.0	10.9	14.1	8.5	13.1	7.2	5.2	16.5	9.6	5.9	10.4	
% Change	Cumulative	5.0	8.0	10.2	9.8	10.4	9.9	9.2	10.1	10.1	9.6	9.7	



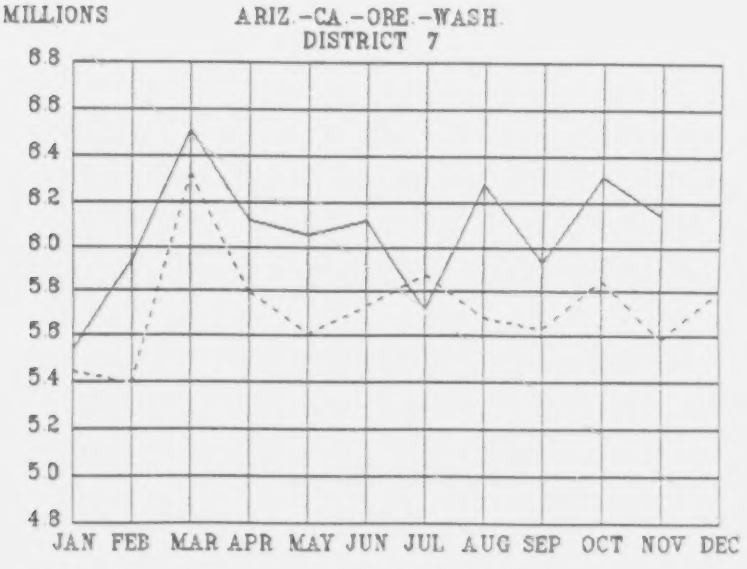
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.4	4.4	3.0	16.2	15.7	3.1	14.0	8.6	7.7	15.9	
% Change	Cumulative	1.6	1.0	2.2	2.4	4.9	6.6	6.2	7.1	7.2	7.3	8.1	



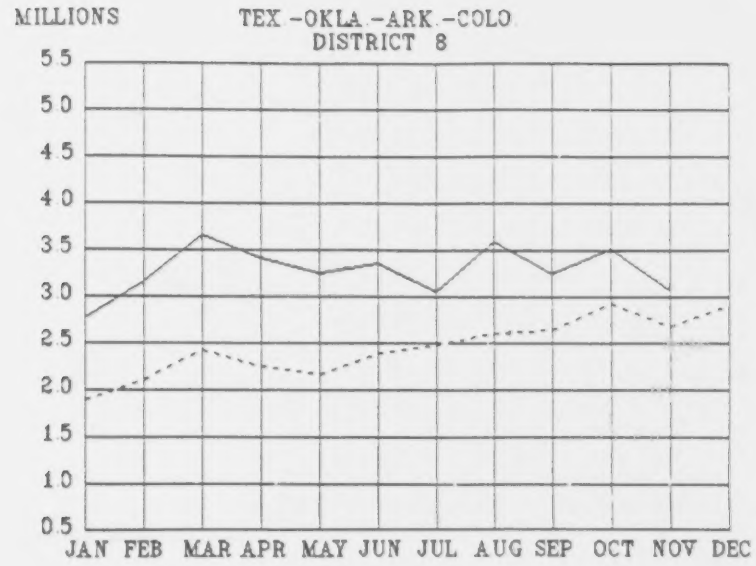
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.5	8.3	17.5	7.3	17.9	16.5	10.3	14.7	15.3	19.5	33.2	
% Change	Cumulative	1.5	5.0	9.5	8.9	10.6	11.6	11.4	11.9	12.3	13.0	14.6	



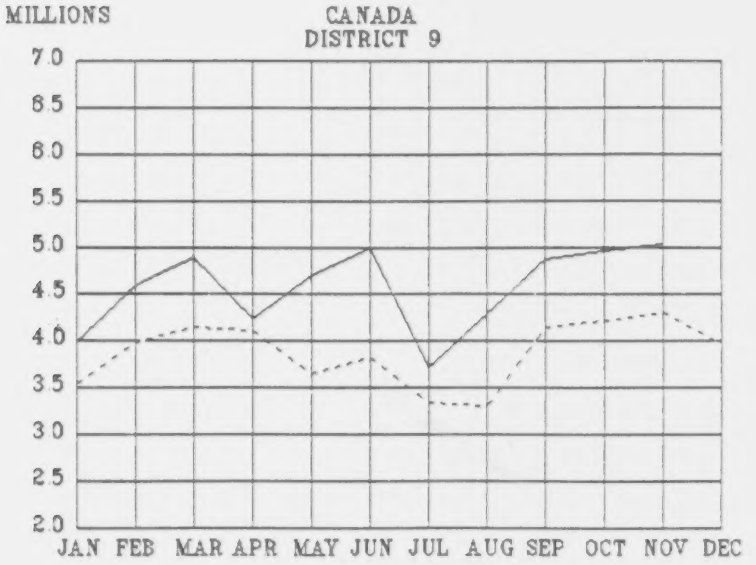
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.3	21.2	20.6	16.7	23.4	12.1	0.5	15.4	7.7	6.2	16.1	
% Change	Cumulative	12.3	16.9	18.3	17.9	18.9	17.7	15.3	15.3	14.4	13.5	13.8	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.8	10.3	2.9	5.6	8.0	6.8	-2.8	10.7	5.5	7.9	10.1	
% Change	Cumulative	1.8	6.0	4.9	5.1	5.6	5.8	4.6	5.3	5.3	5.6	6.0	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	46.3	50.1	51.2	51.5	50.7	40.0	22.6	37.3	23.4	20.1	14.8	
% Change	Cumulative	46.3	48.3	49.4	49.9	50.1	48.3	44.2	43.2	40.7	38.2	35.8	



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	12.6	15.1	18.1	2.9	29.0	31.2	10.8	29.9	17.6	17.7	17.1	
% Change	Cumulative	12.6	13.9	15.4	12.2	15.3	17.9	17.0	18.4	18.3	18.3	18.1	